

Message Text

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TAGS : BEXP, ECEM, YO, US

SUBJ : SLOVENE CHEMICAL INDUSTRYEXPRESSES MORE CONCRETE INTEREST
IN US TECHNOLOGY

REF : ZAGREB A-16

1. OFFICIALS OF THE LJUBLJANA BANK TOLD US APRIL 4 THAT THE BUSINESS ASSOCIATION OF THE SLOVENIAN CHEMICAL INDUSTRY WANTS TO MEET WITH AMERICAN CHEMICAL FIRMS WITHIN THE NEXT TWO MONTHS TO DISCUSSS ACQUISITION REQUISITE US TECHNOLGY AND EQUIPMENT TO FULFILL THE PROGRAM DESCRIBED REFAIR. THE BANK'S PRELIMINARY COST ESTIMATES FOR THE PROGRAM ARE DOLS 300 MILLION.

2. THE SLOVENES HAVE IDENTIFIED THE FOLLOWING AMERICAN COMPANIES WITH WHOM THEY WOULD LIKE TO MEET:

ALLIED CHEMICAL CORP.
AMOCO CHEMICALS CORP.
BORDEN CHEMICAL
CELANESE CORP.
DIAMOND SHAMROCK CHEMICAL CORP.
DU PONT
MID CENTURY
MOBIL OIL CORP.
PFIZER INC.
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STAUFFER CHEMICAL CO.
UNION CARBIDE CORP.

UNIVERSAL OIL PRODUCTS CO. (UOP)
UPJOHN CO.

3. THE LUBLJANA BANK WAS VERY INTERESTED TO LEARN FROM US THAT SEVERAL OF THE MAJOR FIRMS LISTED ABOVE ARE REPORTEDLY SENDING REPRESENTATIVES TO THE USYEC MEETING AT DUBROVNIK BEGINNING MAY 12, 1975. THE BANK WILL PROBABLY ARRANGE THE PRESENCE OF KEY POTENTIAL INVESTORS AT THE DUBROVNIK MEETING SO THAT MEANINGFUL PRELIMINARY CONTACTS CAN TAKE PLACE. SUBSEQUENTLY, THE BANK WOULD BE PREPARED TO ORGANIZE A VISIT TO THE UNITED STATES WHICH COULD, OF COURSE, ALSO INCLUDE US FIRMS NOT ATTENDING THE DUBROVNIK MEETING.

4. ACTION REQUESTED: THE DEPARTMENT AND COMMERCE MAY WISH TO ENSURE THAT INFORMATION CONTAINED IN REFAIR HAS BEEN DISTRIBUTED TO THE US COMPANIES LISTED PARA 2 ABOVE AS WELL AS TO USYEC.

5. COMMENT: THE SLOVENE INITIATIVE REPRESENTS AN EXPLICIT INTEREST TO MOVE FURTHER AWAY FROM DEPENDENCE ON GERMAN TECHNOLOGY.

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